New axles, computer for Rockwell

Continued from Page 20

trucks on straight truck chassis to short-haul, intracity Class 7 tractors.

All members of the new axle family are applicable to a variety of transmissions and gas or diesel engines and are designed in metric for worldwide applicability.

Product features and benefits of the new single-speed axle lineup include:

1. A wide range for gear ratios: The 120/125 offers 4.30 to 7.17 ratios; the 140/145 offers 3.91 to 7.17, and the 160/180 provides 3.07 to 7.17 ratios.

Those ratios meet evolving vehicle requirements resulting from the use of lower-RPM diesel engines and low-profile tires.

2. Hypoid-Generoid gearing that provides increased gear life at virtually all road speeds and loading conditions.

3. Precision-forged differential gearing for higher strength, longer life and greater resistance to shock loads.

4. Extended Life pinion seals that keep road contaminants out of critical axle components and virtually eliminate lubricant leakage.

5. An axle housing design that accommodates a wide range of wheel and suspension designs.

Nearly all brakes and hubs currently available fit the new axle housings.

A key option for all single-speed models is the new driver-controlled, full-locking main differential. It permits a driver to gain maximum tractive power under poor road conditions in which a wheel could slip.

The locking differential is controlled by a driver through a dash-mounted switch. A panel indicator light and/or audible signal alerts the driver when the locking differential engages.

The option can be engaged or disengaged when the vehicle is standing still or moving at speeds under 25 MPH.

Rockwell's remanufactured-carrier program has been expanded with five additional axle model series offered to OEM dealers and truck operators.

The program now provides customers with 10 axle carriers, supported nationwide with warranties from every major truck OE manufacturer in the U.S.

The five additional axle series are the R-155 single rear axle and the SLHD, SL-100, SL-100P and SQ-100P tandem rear axles.

The program continues to cover the R-170 single rear and the SQHD, SQ-100, SQHP and SSHD tandems.

In an upgrade of its remanufacturing standards, Rockwell is guaranteeing new ring-gear and pinion replacement in every carrier to assure smooth-fitting gearing and optimum performance.

Also, the inspection of the carrier core being exchanged by the dealer and truck operator has been simplified by using a faster, one-step surface evaluation for visible housing cracks or obvious abuses.

Rockwell's new on-board vehicle computer recording system, Tripmaster Plus, was designed to give truck operators and fleet management access to more detailed vehicle performance and operation for more cost-efficient management.

The Tripmaster Plus features event recording, which monitors critical vehicle data, and a hand-held driver keypad/display.

It also features expanded memory for up to 180 vehicle trips, seven-day data retention when disconnected from vehicle power, two switch-input channels that monitor the status of any on-off function a user defines and a compact size for out-of-the-way installation.

The entire system has a modular design to permit future driver input expansion without changing or upgrading the Trip Recorder. Its modular design also allows it to be installed with or without driver input options, which can be simply "plugged in" at a more convenient time.

Decline eases in deliveries of heavy trucks

Continued from Page 20

April with 1,128, up from 830. Navistar retailed 2,452 trucks in April, off from 2,761 a year earlier.

Freightliner, which edged Mack for second place in the first quarter, held its position with 1,649 retail sales in April, off from 1,711 last year. Mack had 1,638, off from 2,494; Ford, 1,052, against 1,714; Peterbilt, 864, against 1,207, and Kenworth, 870, off from 1,167.

GMC retailed 616 and Chevrolet 40, giving General Motors a 656 total. That was off from 1,105 last year when MVMA didn't have breakouts for the two divisions' sales.

A miscellaneous category of "other domestic" Class 8 trucks recorded 115 retail deliveries against 96 last year.

During the first four months, as compared with last year, Class 7 sales showed Navistar, 9,910, up from 9,403; General Motors, 12,373 (GMC, 8,948 and Chevrolet, 3,425), up from 8,902; Ford, 9,748, down from 11,306; Mack, 672, down from 680; Mercedes-Benz, 456, off from 536, and White, 372, down from 457.

Volvo White alone reported Class 8 gains in the first four months, rising to 3,561 from 3,194.

Class 8 losses for the period were: Navistar, 8,288, off from 9,807 last year; Freightliner, 5,609, down from 6,645; Mack, 5,485, off from 8,880; Ford, 4,225, down from 5,191; Kenworth, 3,051, off from 3,831, and Peterbilt, 2,939, off from 4,122.

GMC retailed 2,476 Class 8s and Chevrolet 234 for a corporate total of 2,710. That was off from 4,078 last year.

The total for other domestic trucks was 385, up from 296 for the first four months of 1985.

Yugo docks in Texas

HOUSTON—Yugo America, Inc., has opened its second Yugo port of entry here.

VW de Mexico plans to expand export output

MEXICO CITY—Volkswagen de Mexico has confirmed that it plans to invest 50 billion pesos (approximately $107.5 million) beginning this year for plant expansion. The program is aimed at increasing exports to the U.S., Brazil and Germany.

The company said its exports in 1985 came to 40 billion pesos, a 30-percent increase over 1984.

Before the expansion projects begin, Volkswagen must have authorization from the Mexican Ministry of Commerce and Industrial Development. No hitch is expected since the firm has indicated it will comply with official regulations.

The project will also create more jobs, a key factor in Mexico's drive to pull out of its long economic crisis.

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Nissan, Mitsubishi deny import plans

TOKYO—Nissan Motor Co. emphatically denied a Japanese newspaper report that it has decided to import cars from its Taiwanese affiliate, Yue Loong Motor Co., starting in 1987.

A similar report that Mitsubishi Motors Corp. will re-import completed cars from its Australian subsidiary in large numbers also was denied—but not as emphatically as Nissan's denial—although MMC said it "brought in five or six cars . . . for trial purposes."

Nihon Keizai, a business publication, said Nissan would import 1,800-cc X101 models assembled in Taiwan with parts supplied by Nissan.

The report said Nissan initially would import several hundred units annually from Yue Loong, in which it acquired a 25 percent equity last July.

A Nissan spokesman said the company has "no plans, in any form, for exports from Yue Loong."

"When Nissan acquired its 25-percent equity in Yue Loong, the Taiwanese Government required that part of the future production be exported," he said.

"However, no plans for exports have been devised for Yue Loong," he emphasized. "That includes export destination, the car involved and the quantity."

Nihon Keizai said Mitsubishi will import 2,600-cc Galant Sigma models manufactured by Mitsubishi Motors Australia, Ltd. The publication said MMC plans to import "about 50 of the cars this month."

An MMC spokesman said the company has no plans to import the cars "because it's very expensive and time-consuming to install emission controls and bring the cars up to government standards."

"MMC has imported five or six of the cars, which were Magna models, for trial purposes," he said. "The Australian Embassy bought two of the cars."

The MMC spokesman said the Magnas are equipped with 2.6-liter engines and are wider than the Galant Sigma.

The newspaper said the plans of Nissan and MMC "to re-import cars assembled abroad with parts supplied by them have been necessitated by the yen's sharp appreciation against the dollar."

A factor that could lead to MMC importing cars from Australia is that its subsidiary there has not met that government's requirement that foreign manufacturers have a local-content ratio of 85 percent. However, if the foreign auto makers export vehicles, the local-content ratio decreases according to the export value.

Briggs-Stratton, Daihatsu team up

TOKYO—Daihatsu Motor Co. said it has signed an agreement to establish a joint venture with Briggs & Stratton Corp., Milwaukee, to produce general-use engines in Japan.

The new firm will be owned equally by the two companies.

The new plant will be built in Shiga, Western Japan, and will begin production in August, 1987. It will produce 480-cc, 14-HP air-cooled engines for use with lawn mowers, power generators and pumps. Initial production is targeted at 5,000 units a month.

The engines will be marketed overseas through Briggs & Stratton's dealer network.

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DODGE	MO	23,738	10,560							34,298	49,108
	YR	69,980	29,866							99,846	127,133
*DAKOTA, RAIDER, CARAVAN, RAM VAN/CHARGER/50/WGN	MO	20,168	7,095							27,263	32,201
	YR	58,523	17,336							75,859	84,478
PLYMOUTH VOYAGER	MO	9,875								9,875	9,134
	YR	27,194								27,194	23,991
TOTAL CHRYSLER CORP.	MO	33,613	10,560							44,173	58,242
	YR	97,174	29,866							127,040	151,124
FORD	MO	61,247	36,135				807	2,447	937	101,573	113,821
	YR	180,893	109,024				2,222	7,303	2,615	302,057	298,272
*VAN, BRONCO, RANGER & AEROSTAR	MO	47,151	11,711							58,862	62,724
	YR	133,854	34,581							168,435	157,809
FREIGHTLINER	MO								1,334	1,334	1,549
	YR								3,765	3,765	4,157
MERCEDES-BENZ	MO						165	63		228	358
	YR						543	291		834	1,171
TOTAL DAIMLER-BENZ CORP.	MO						165	63	1,334	1,562	1,907
	YR						543	291	3,765	4,599	5,328
CHEVROLET	MO	55,636	38,077	2,214	26	29	506	893	35	97,416	104,587
	YR	169,399	112,371	5,379	97	87	1,691	2,764	112	291,900	276,327
*VAN, EL CAMINO, S10 BLAZER & ASTRO	MO	44,744	14,280							59,024	61,485
	YR	130,579	38,210							168,789	156,505
GMC	MO	12,731	10,216	221	12	265	401	2,609	560	27,015	27,740
	YR	38,710	30,530	600	70	352	1,416	6,828	1,903	8,0409	7,5998
*VAN, JIMMY, S15, CABALLERO & SAFARI	MO	10,000	3,370							13,370	13,600
	YR	28,604	9,371							37,975	34,699
TOTAL GM CORP.	MO	68,367	48,293	2,435	38	294	907	3,502	595	124,431	132,327
	YR	208,109	142,901	5,979	167	439	3,107	9,592	2,015	372,309	352,325
INTERNATIONAL	MO						1,254	1,494	1,887	4,635	5,987
	YR						4,121	4,442	5,760	14,323	15,986
JEEP TRUCK	MO	12,664	1,295							13,959	12,378
	YR	40,376	4,488							44,864	38,378
*WRANGLER/CJ's, CHEROKEE, WAGONEER & SCRAMBLER	MO	10,123	1,180							11,303	12,211
	YR	32,392	4,080							36,472	37,832
MACK	MO						154	180	1,351	1,685	2,478
	YR						446	502	3,899	4,847	7,282
KENWORTH	MO								922	922	1,021
	YR								2,372	2,372	2,617
PETERBILT	MO								837	837	1,078
	YR								2,240	2,240	2,910
TOTAL PACCAR CORP.	MO								1,759	1,759	2,099
	YR								4,612	4,612	5,527
AUTOCAR	MO								139	139	117
	YR								345	345	338
VOLVO	MO							93	60	153	171
	YR							292	234	526	557
WHITE	MO								800	800	640
	YR								1,777	1,777	2,270
TOTAL VOLVO WHITE CORP.	MO							93	999	1,092	928
	YR							292	2,356	2,648	3,165
WESTERN STAR	MO								97	97	96
	YR								313	313	284
MISCELLANEOUS DOMESTIC	MO		280					14	234	528	620
	YR		745					28	510	1,283	1,272
OTHER IMPORTS	MO	73,117	928	439	64	27	12	73	4	74,664	71,646
	YR	205,810	2,978	1,471	174	92	54	153	6	210,738	203,427
GRAND TOTAL	MO	249,008	97,491	2,874	102	321	3,299	7,866	9,197	370,158	402,529
	YR	732,362	290,002	7,450	341	531	10,493	22,603	25,851	1,089,633	1,082,370
1985 YR. TO DATE		701,898	306,570	8,724	231	1,603	12,922	18,051	32,371		

INCLUDES MULTIPURPOSE VEHICLES. Compiled from offical State Records by R.L. Polk & Co. Manufacturers' sales records are used in compiling Oklahoma for 1985 and 1986.

Lancia Thema wagon by Pininfarina

The forthcoming Lancia Thema station wagon, designed by Pininfarina, will bow in July. Folding rear seats turn the car into a two-seater with a long bed; a third row of seats for children turns it into a seven-seater.

factories list auction dates

American Motors

May 27—Aptco Auto Auction, Taylor, Mich., and High Point Auto Auction, High Point, N.C.

May 28—Columbus Fair Auto Auction, Columbus, Ohio, and Mid States Auto Auction, South Bend

May 29—Todd Auto Auction, Telford, Pa.; Evansville Auto Auction, Evansville, Ind., and Minneapolis Northstar Auto Auction, Shakopee, Minn.

May 30—Floyd Hauhe Auto Auction, Bridgeton, Mo.

Chrysler Corp.

May 27—Hatfield Auto Auction, Hatfield, Pa.

May 28—Butler Auto Auction, Gibsonia, Pa.; Sand Mountain Auto Auction, Boaz, Ala.; Minneapolis Auto Auction, Plymouth, Minn., and Metro Auto Auction of Kansas City, Lee's Summit, Mo.

May 29—Northway Exchange, Inc., Clifton Park, N.Y.; Clanton's Auto Auction, Darlington, S.C.; Aptco Auto Auction, Taylor, Mich.; Arena Auto Auction, Chicago, and Golden Gate Auto Auction, Fremont, Calif.

Ford Motor Co.

May 29—Skyline Auto Exchange, Fairfield, N.J.

June 3—Harrisonburg Auto Auction, Harrisonburg, Va., and Indianapolis Auto Auction, Indianapolis

June 4—Metro Auto Auction of Kansas City, Lee's Summit, Mo.; Minneapolis Northway Auto Auction, Shakopee, Minn., and Golden Gate Auto Auction, Fremont, Calif.

Used Car Sales
Auction Averages

May to date	$5,139
Month ago	$5,076
Year ago	$5,224

Model Breakdown
Auction Averages

	MAY 1986	APR. 1986	MAR. 1986
1986	$11,271	$11,490	$10,173
1985	$8,669	$8,803	$8,774
1984	$6,382	$6,363	$6,248
1983	$5,515	$5,515	$5,370
1982	$4,362	$4,308	$4,213
1981	$3,444	$3,458	$3,382
1980	$2,559	$2,516	$2,477
1979	$2,201	$2,199	$2,246
Overall Average	$5,139	$5,093	$4,932

General Motors

June 3—Southern Auto Auction, East Windsor, Conn., and Dallas Auto Auction, Dallas

June 4—Atlanta Auto Auction, Red Oak, Ga.; Clanton's Auto Auction, Darlington, S.C.; Hatfield Auto Auction, Hatfield, Pa., and Omaha Auto Auction, Omaha

June 5—Aptco Auto Auction, Taylor, Mich.; Butler Auto Auction, Gibsonia, Pa., and Floyd Hauhe Auto Auction, Bridgeton, Mo.

Domestic road called rocky

By Jenny L. King
Detroit Reporter

Market researcher J.D. Power III believes the domestic auto industry won't begin to make up ground lost to the growing import market until early in the next decade. And by then, imports may account for 44 percent of the U.S. new-car market.

Power heads J.D. Power & Associates, Westlake Village, Calif. Based on results of the surveys which are his stock in trade, he suggested that total imported-car sales could top 40 percent of the U.S. market by the early 1990s.

J.D. Power III

His automotive marketing studies are watched closely by auto makers and car buyers alike, and his conclusions always spark discussion.

"Ford Motor Co. is beginning to attract higher-income, better-educated customers," Power told a recent gathering of the Detroit Auto Writers Group. "The new Sable and Taurus are helping Ford make inroads into GM's share of the market."

The Asian piece of U.S. new-car sales will be about 36 percent by 1990, he said, with European products accounting for another 8 percent. Korean-built vehicles may reach 800,000 units a year by the next decade, which is their goal, he continued.

With his fingers directly on the pulses of some 26,000 new-car buyers, Power claims to know how they feel about their new cars and what they'd like to buy—"BMW, Mercedes, Audi 5000."

He also stressed what today's shoppers are looking for: "Quality and reliability are first, followed by the price, which means good value for the money spent."

He added, "Loyalty to cars built in the U.S. is not very strong.

"Our customer satisfaction survey indicates that it's the nitty-gritty nuisance-type problems that drive people crazy," he said. And Japanese cars have a reputation for running trouble-free for the first couple of years, he said.

"Squeaking brakes, radio static, fit and finish, a rattle in the dashboard are the kinds of things that are sometimes hard to find and fix, and they really bother customers," Power said.

Not only are Americans generally unpatriotic in their car-buying habits, they are not loyal to particular makes, Power said. Only one buyer in five returns to the same dealer he or she most recently patronized, he reported.

Power offered the opinion that Honda should not have started a new, separate division with its upscale Acura line. Toyota and Nissan will be bringing in greater numbers of luxury models in the future though probably not in the new-division fashion Honda chose, he said. That method can require the franchiseholder to invest up to $3.5 million in a new facility, he said.

"The Europeans aren't taking the Japanese seriously," said Power. He indicated that the unobtrusive entry of upscale Acura imports into the U.S. market will be taking sales away from the European makes.

Honda has a reputation of building a car "that doesn't need a mechanic to keep it running," he said.

European imports will be forced upmarket and their builders will have to be more innovative to continue to compete with the Japanese, Power said.

The conversation-prompting observations kept coming.

"Captive imports have always been treated as stepchildren by the domestics," Power continued, noting that, for one thing, they could be more price-competitive than they are. Staff assigned to captives all along the line tend to treat them like they are "second-class," he said.

Mitsubishi models sold by Chrysler dealers aren't perceived to be as satisfactory as the same cars delivered by Mitsubishi dealers, he said.

Quality will remain the primary interest of new-car buyers for the next few years, he predicted. And the increased sharing of technology and equalization of products will make segmented marketing efforts of utmost importance, Power concluded.

Arveco wins $1 billion pact for U.S. military trucks

ANN ARBOR, Mich.—Arveco, Inc., formerly a joint venture between the BMY division of Harsco Corp. and General Automotive Corp. here, won a multi-year $1 billion contract to produce M-939 5-ton trucks for the U.S. Armed Forces.

Arveco was originally set up to develop and produce 5-ton military trucks.

On Feb. 1, 1986, GAC sold its joint-venture interest in Arveco to BMY in return for royalty payments extending over the life the of the 5-ton-truck contract and other considerations.

GAC retained other development and manufacturing assets and rights held by its Government Products Division, including commercial chassis designs, U.S. Postal Service vehicle designs and specialty military truck development programs.

Having leased its Government Products Division facilities here to BMY, GAC is relocating its Government Products activities to a new facility in the Ann Arbor area.

Mark J. Obert, president of GAC, said his firm planned to work together with Arveco as it develops its manufacturing location and brings the new military truck into production.

He cited GAC's continuing interest in military and commercial vehicle development and product and its pursuit of those markets with new products.

Huizenga named president of warranty company

HARBOR CITY, Calif.—Walter E. Huizenga has been promoted to president of General Risk Management Corp., which works with national automotive accounts and OE manufacturers to create customized vehicle service agreement programs

Huizenga formerly was senior vice president and general counsel of the General Group of Cos., General Risk Management's parent company. Before that, he was NADA chief counsel and executive director of legal and regulatory affairs for 10 years.

used-car auction directory

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Toyota Celica fares best in NHTSA tests

By Helen Kahn
Washington Bureau Chief

WASHINGTON—The Toyota Celica coupe has come out best to date among the 1986 vehicles crashed for NHTSA in its 35-MPH assessment program.

In addition, NHTSA announced crash results for a Saab 9000 four-door hatchback, a Honda Accord DX four-door sedan, a Volkswagen Scirocco two-door hatchback and an American Motors Jeep Comanche pickup. The Comanche fared the poorest of the five models.

The 35-MPH crash into a barrier is 5 MPH or one-third more stringent than the test speed for any vehicle safety standard. The instrumented dummies are belted. The results are meant to provide the degree of relative safety within the same class of vehicle.

However, only one model is crashed and additional tests could show different results depending upon the way vehicles are manufactured and because of slight variances in test conditions.

The important numbers are the Head Injury Criterion and chest deceleration. An HIC of 1000 and chest deceleration of 60 Gs are considered thresholds of survival without very serious injury. NHTSA still considers the program experimental although it has been in operation since 1979.

The Toyota Celica had HIC levels of 627 and 430 and chest deceleration Gs of 42 and 40 for driver and passenger, respectively.

The Honda Accord DX four-door sedan also did very well with driver and passenger HICs—909 and 712—and with the chest deceleration for the passenger dummy—33 Gs—but no data was recorded during the crash for the driver chest Gs.

The Jeep Comanche pickup had HIC levels of 1147 and 1636 for driver and passenger and a chest G reading of 50 for the driver, but no data was available for the passenger.

An AMC spokesman said that all Jeeps, including the Comanche pickup, comply with all applicable safety standards.

The Saab 9000 four-door hatchback had an acceptable driver HIC of 773 but a very high G level for the chest—71 Gs. The passenger dummy HIC was 1443 and the chest deceleration reading was 46 Gs.

Asked about those extremely unusual head-and-chest mixed results, Saab-Scania of America dubbed them "unrepresentative and inappropriate" since post-crash inspection revealed the driver's seat was not securely latched.

The company said unexpected movement caused abnormal behavior in the driver dummy and directly or indirectly significantly affected the reaction of the passenger dummy. Saab-Scania added it expects its new model to exceed the excellent safety record of the Saab 900, which was rated best in its class on personal injury claims by the Highway Loss Data Institute.

The VW Scirocco recorded a driver HIC level of 887 and a chest G reading of 52, but the passenger dummy recorded a slightly high HIC of 1070 and failed to record any data for the chest Gs.

AUTOMOTIVE NEWS WORLD OUTLOOK

Generated by Data Resources Inc.

(In Millions)

	1984	1985	1986	1987	1988	1989	1990	1991
NEW CAR REGISTRATIONS								
Total Western Europe*	10,161	10,612	10,990	10,975	10,927	11,142	11,535	11,651
Germany	2,394	2,379	2,630	2,590	2,530	2,617	2,712	2,741
France	1,758	1,766	1,850	1,920	1,923	1,985	2,012	2,046
United Kingdom	1,750	1,832	1,775	1,797	1,835	1,799	1,826	1,804
Italy	1,636	1,746	1,767	1,721	1,697	1,730	1,796	1,810
Total U.S.	10,330	11,026	10,903	11,273	11,346	11,547	11,723	11,870
Asia-Pacific**	1,137	1,189	1,257	1,271	1,299	1,371	1,428	1,502
Japan	3,096	3,104	3,168	3,175	3,269	3,311	3,378	3,326
Total Africa-MidEast	1,242	1,198	1,166	1,159	1,186	1,243	1,281	1,354
Total Latin America†	1,350	1,416	1,404	1,475	1,600	1,759	1,860	2,011
Total Eastern Bloc	2,124	2,176	2,206	2,242	2,332	2,427	2,511	2,609
CAR PRODUCTION								
Total Western Europe*	10,723	11,204	11,425	11,588	11,660	11,885	12,280	12,386
Germany	3,790	4,167	4,226	4,141	4,124	4,195	4,328	4,368
France	2,713	2,632	2,735	2,872	2,885	2,938	2,981	3,004
United Kingdom	909	1,048	999	1,059	1,069	1,058	1,141	1,142
Italy	1,439	1,389	1,428	1,416	1,422	1,481	1,531	1,536
Total North American	8,894	9,257	8,872	8,214	8,460	8,700	8,749	8,860
Asia-Pacific**	923	1,038	1,149	1,259	1,372	1,444	1,517	1,586
Japan	7,073	7,647	7,752	7,683	8,040	7,973	8,111	8,152
Total Latin America†	1,066	1,172	1,209	1,323	1,476	1,594	1,721	1,833
Mexico	245	297	259	309	377	409	427	453
NEW TRUCK REGISTRATIONS								
Western Europe***	1,119	1,217	1,249	1,245	1,272	1,301	1,315	1,340
U.S.	3,931	4,520	4,780	4,950	5,080	4,950	4,980	5,030
TRUCK PRODUCTION								
Western Europe***	1,224	1,390	1,406	1,415	1,451	1,489	1,508	1,521
North America	3,958	4,325	4,305	4,421	4,598	4,443	4,493	4,543

*Includes Germany, France, United Kingdom, Italy, Netherlands, Belgium, Denmark, Ireland, Greece, Sweden, Norway, Finland, Switzerland, Austria, Spain and Portugal
**Includes Taiwan, South Korea Peninsular Malaysia, India, Australia and New Zealand but excludes Japan, which is listed separately
***Includes Germany, France, United Kingdom, Italy, Spain, Sweden, Netherlands, Belgium, Denmark, Switzerland and Austria
†Latin America includes Mexico, Brazil and Argentina

Outlook rosy for global car market

Continued from Page 1

based economist, John Hammond. "It's narrowed the competitive edge of the foreign competitors," he said.

"The competition will remain intense," he added, "but demand will be at least as strong as it has been."

Nevertheless, the rosier forecast doesn't change the story of the World Outlooks of the past year.

Competition will remain stiff throughout the decade with more companies entering the North American market. U.S. auto makers will continue to lose market share to the imports over the long haul. And North America is headed toward an overcapacity situation similar to that in Europe.

While U.S. car makers win a reprieve for the next 18 months, Hammond warned that clouds will begin forming on the horizon after 1987. The clouds include problems resulting from tax reform (which shifts incentives away from consumer spending on durable goods), deficit-reduction efforts, a possible tax increase and a general dip in the economy.

Also, the Japanese and South Korean auto makers will begin producing cars in North America in full force later in the decade. Those companies eventually will produce 1.5 million vehicles a year in North America.

Western Europe shines as a bright spot in the World Outlook as economic factors have an even greater impact on European nations than on North America.

The World Outlook shows Western European countries enjoying higher growth and lower inflation than they have seen since the start of the decade. Those factors and higher wages, have heightened consumer confidence.

In addition, Western Europe has received a boost from the decline in the U.S. dollar and lower oil prices, which are denominated in U.S. dollars.

"Economic gravity will prevail," said John Lawson, DRI's London-based economist.

The Western European car market will benefit from the good economic news. The World Outlook upgrades Western European car sales to close to 11 million units for this year, compared with 10.6 million in 1985, and to 11.5 million by 1990. Production will rise to 11.4 million cars this year. By 1990, Western Europe will reach production of 12 million cars per year (see accompanying table).

Lawson said there will be no letup in competition, which has been intense with a half-dozen car companies in a close race for the top sales spot. The impact will be seen in the bottom line of European vehicle manufacturers which, collectively, have lost money for the past five years.

The makers have reaped the harvests of their cost-cutting efforts. In the U.K., Ford doubled its year-ago profits in its most recent fiscal period. So did Fiat. Peugeot will report a profit, its first in six years.

"We will still see some black spots," said Lawson, "namely Renault."

The prestige manufacturers also will see a difference in their bottom lines, but for the worse, Lawson said. Those companies have made record profits through record sales in the U.S. market while the U.S. dollar peaked.

"For the short run," Lawson said, "it won't be too serious, but eventually it will dig into their profits."

He said the dollar would have to fall even farther to force them to re-think their U.S. strategy but marketing problems already have arisen. The prestige makers are faced with raising prices, and they may decide to ship cars with less equipment. During the days of the strong U.S. dollar, prestige makers shipped heavily equipped vehicles.

The Japanese makers present no major threat in the next two years or until they avoid trade restraints through local production, Lawson said. Nevertheless, some new faces may appear on the Western European scene, including U.S. makers that have been blocked out of Europe by the strong dollar.

Ford will ship U.S.-made engines to its European subsidiaries. American Motors said it will sell its new Jeep Wrangler in Europe.

There has been speculation that Chrysler Corp., on its own or through a joint venture with Fiat, will sell its minivan, its new Maserati-designed luxury coupe or its new U.S.-made Dakota pickup truck along with a four-wheel-drive in Europe. Chrysler refuses to confirm the speculation.

Cadillac has said it may sell its Pininfarina-designed luxury Allante in Europe, but Lawson views the move more as an image booster than added sales volume.

"If they sell well in Switzerland or West Germany, you can bet you will see that in their U.S. advertising," he said.

Hammond said U.S. makers will approach the European market cautiously and in low volume because their European subsidiaries already have more capacity than they need.

Other new faces on the European scene may be makers from South Korea and Taiwan. Currencies of those countries follow the direction of the U.S. dollar. A fall in their currencies means they can be more competitive than before against the Japanese and Europeans, said Lawson.

"It means the South Koreans can think of selling in Western Europe because of more favorable exchange rates," he said.

While the next 18 months will be spent sorting out their U.S. strategies, the South Koreans also will be "casing" Europe, Lawson said. "They may be more ready to divert vehicles to Western Europe if the U.S. market is not as attractive or as amenable to their products as they anticipate."

Japan will continue to churn out cars for foreign markets while sales at home will fall even farther. The latest World Outlook downgrades car sales in the Japanese market because of only modest growth projections for Japan during the next three years. Meanwhile, Japanese vehicle production plans continue to climb.

The rapid change in the yen-dollar exchange rate has put pressure on Japanese car pricing. Japanese makers to date have increased prices an average of 10 percent in the U.S. The invincibility of the Japanese also is in question because of the new South Korean, Taiwanese and Brazilian entries into North America.

In addition, some concern has been shown as to whether Japanese makers can fulfill their import plans for the U.S. and also sell out all of their U.S. production capacity in the future.

Despite the questions, Hammond noted that the price increases so far have not turned buyers away from Japanese vehicles. He does see the North American industry headed for a fierce price war later in the decade.

"The question is who will win that battle," Hammond said. "And I wouldn't bet against the Japanese."

$18,000 spiff

DENVER—Johnny Haas Lincoln-Mercury is advertising what may be the ultimate freebie: An $18,000 Merkur with the purchase of any Zimmer Classic, priced at $67,900.

But Noce Cadillac, Pittsburgh, is hot on its heels: During May, Noce will give away a Cadillac Cimarron with the purchase of a Zimmer Classic.

A spokesman at the Denver deal said he sold the Merkurs, but still has the Zimmers.

"They were '85 Merkurs. We had a factory incentive on them and figured this might be a good way to sell them."

The giveaway idea brought people into Johnny Haas, where Zimmer sales run 8-10 units a year. But buyers chose the Merkur over the much more expensive Zimmer.

Noce Cadillac reported a similar experience, with a twist: The one Zimmer customer opted for a discount worth the cost of the "free" Cimarron.

"We'll probably extend the offer past the end of the month," a dealership spokesman said. "We still have six Zimmers in stock."

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Production

U.S. CAR	Week Ended May 24, 1986	Week Ended May 25, 1985	Week Ended May 17, 1986	May to Date	Jan. 1 to May 25, 1985	Jan. 1 to May 24, 1986
AMERICAN MOTORS	0	3,766	2,073	4,082	43,925	20,625
Renault Total	0	3,766	2,073	4,082	43,925	20,625
Alliance	0	2,336	1,857	3,639	26,978	18,084
Encore	0	1,430	216	443	16,947	2,541
CHRYSLER CORP.	22,965	29,065	26,021	83,817	573,872	574,148
Plymouth Total	8,000	8,408	9,065	29,000	167,775	167,445
Horizon	3,000	3,358	3,998	12,164	60,538	64,481
Reliant	3,900	3,460	3,870	12,710	75,937	73,453
Caravelle	800	1,160	788	2,703	23,388	22,684
Gran Fury	300	430	409	1,423	7,912	6,827
Chrysler Total	5,525	9,638	6,551	21,205	188,610	192,059
LeBaron	2,000	1,922	2,203	7,230	45,367	49,168
LeBaron GTS	25	2,557	0	25	40,254	26,955
Laser	600	1,319	780	2,504	22,999	21,506
New Yorker/E-Class	1,200	1,552	1,415	4,582	30,982	38,882
Fifth Avenue	1,700	2,288	2,153	6,863	49,008	55,548
Dodge Total	9,440	11,019	10,405	33,612	217,487	214,644
Omni	3,000	2,862	3,464	11,144	61,717	63,850
Aries	3,000	3,048	3,126	9,975	60,891	54,350
Daytona	900	1,280	1,202	3,776	20,541	21,878
Dodge 600	1,700	1,409	1,807	6,045	30,734	35,996
Lancer	40	1,772	0	40	29,688	24,677
Diplomat	800	648	806	2,631	13,916	13,893
FORD MOTOR	40,222	32,860	39,009	133,025	735,496	758,177
Ford Division	26,695	22,802	27,555	92,168	490,367	518,777
Escort	8,003	7,828	7,922	27,324	133,166	165,735
Mustang	3,579	4,245	4,530	14,337	76,273	82,956
LTD	0	3,423	0	0	102,744	0
Taurus	7,534	0	7,011	23,734	0	113,245
Thunderbird	3,169	3,380	3,687	11,916	87,585	71,432
Crown Victoria	0	0	0	0	7,122	0
EXP	0	0	0	0	3,838	0
Tempo	4,410	3,926	4,405	14,857	79,639	85,409
L-M Division	13,527	10,058	11,454	40,857	245,129	239,400
Mercury Total	9,845	7,167	7,764	28,349	176,552	163,083
Lynx	1,447	1,362	1,455	4,820	30,825	27,148
Capri	653	22	0	775	7,232	6,792
Marquis	0	1,871	0	0	50,846	0
Sable	3,775	0	2,823	10,361	0	53,382
Cougar	2,962	2,701	2,455	8,793	58,351	49,891
Grand Marquis	0	0	0	0	4,733	0
Topaz	1,008	1,211	1,031	3,599	24,565	25,870
Lincoln Total	3,682	2,891	3,690	12,509	68,577	76,317
Continental	410	404	407	1,387	12,194	8,632
Lincoln	2,762	2,168	2,767	9,382	48,806	57,245
Mark VII	510	319	516	1,739	7,577	10,440
GENERAL MOTORS	93,715	97,947	87,882	303,006	2,106,267	1,863,691
Buick Total	18,237	20,593	17,232	60,216	422,583	316,193
Skylark (X-car)	0	0	0	0	40,953	0
Skyhawk	1,836	2,589	1,710	6,215	45,915	36,576
Somerset/Skylark	2,590	2,626	2,060	8,244	53,451	42,780
Century	5,366	6,731	5,317	18,451	106,057	104,481
Regal	2,047	2,475	2,053	6,879	49,714	23,789
Wagon/LeSabre (rwd)	350	2,703	347	1,163	58,977	5,866
LeSabre	3,590	0	3,495	11,567	0	48,405
Riviera	893	1,451	729	2,534	27,650	10,045
Electra	1,565	2,018	1,521	5,163	39,866	44,251
Cadillac Total	8,723	6,858	8,159	28,263	156,370	136,047
Cimarron	640	538	625	2,174	12,107	11,253
Seville	829	656	690	2,347	17,092	8,445
Eldorado	829	1,278	672	2,339	31,857	9,864
Cadillac (rwd)	2,400	1,139	2,412	8,070	23,654	37,132
DeVille (fwd)	4,025	3,247	3,760	13,334	71,660	69,353
Chevrolet Total	27,793	31,790	25,650	88,088	727,020	595,394
Chevette	2,000	3,201	2,233	5,119	67,105	47,334
Cavalier	8,617	9,809	8,433	29,062	206,386	177,572
Celebrity	5,645	5,067	5,530	19,039	121,127	124,142
Camaro	4,930	4,960	2,857	12,601	98,289	88,176
Citation	0	0	0	0	28,697	0
Monte Carlo	2,285	2,584	2,181	7,519	65,949	48,539
Chevrolet	3,676	5,008	3,776	12,576	121,359	98,234
Corvette	640	1,141	640	2,172	18,108	11,397
Oldsmobile Total	21,044	23,543	20,308	70,282	526,700	469,226
Firenza	567	786	650	1,966	30,374	20,437
Cutlass Supreme	1,973	5,292	1,930	6,699	93,557	73,412
Cutlass Ciera	4,874	6,721	4,883	16,585	157,932	113,356
88 (rwd)	519	3,908	516	1,693	98,987	9,524
88 (fwd)	8,472	0	8,328	28,510	0	140,438
Olds 98	1,780	2,876	1,745	5,928	60,251	50,127
Calais	2,210	3,322	1,733	7,064	67,696	54,688
Toronado	649	638	523	1,837	17,903	7,244
Pontiac Total	17,918	15,163	16,533	56,156	273,594	346,831
Acadian**	0	255	642	891	5,886	6,773
2000 Sunbird	3,120	2,747	2,909	10,287	57,405	59,521
1000	1,320	531	1,128	2,899	12,347	12,256
Firebird	2,690	2,583	1,521	6,776	51,646	47,217
6000	3,255	1,531	3,234	10,859	17,448	63,638
Parisienne	995	1,715	1,083	3,470	28,965	32,945
Fiero	1,738	2,422	1,415	4,861	47,171	32,522
Grand Am	4,800	3,379	4,601	16,113	53,026	91,959
HONDA	4,375	3,117	3,960	13,746	67,158	76,294
NISSAN	0	824	0	0	4,614	21,517
NUMMI*	3,600	1,000	3,600	12,240	5,860	75,108
VOLKSWAGEN	2,000	2,323	2,001	6,835	41,681	36,667
Total Cars, U.S.	166,877	170,902	164,546	556,751	3,578,873	3,424,227
Total Cars, Canada	20,325	20,361	23,184	78,546	421,221	468,904
N. American Cars	187,202	191,263	187,730	635,297	4,000,094	3,893,131
N. American Trucks	90,617	88,787	95,016	314,815	1,791,163	1,859,727
North American Cars and Trucks	277,819	280,050	282,746	950,112	5,791,257	5,752,858

*—Revised estimate. **—All Acadians are built for sale in Canada.
Monthly estimates may contain error of one or two units due to rounding.

Auto output pegged at 166,877

By Kathy Boyer
Detroit Reporter

U.S. auto makers scheduled 166,877 cars for production last week, 1.42 percent more than the previous week's 164,546 but 2.36 percent below the year-ago week's 170,902.

So far this year, 3,424,227 cars have been assembled, 4.32 percent fewer than the 3,578,873 completed last year at this point.

Last week's targeted production was split this way: General Motors, 56.16 percent; Ford Motor Co., 24.10 percent; Chrysler Corp., 13.76 percent; Honda of America Mfg. Co., 2.62 percent; New United Motor Mfg., Inc., 2.16 percent, and Volkswagen of America, 1.20 percent.

American Motors' Kenosha plant was down last week for inventory adjustment.

The plant is expected to resume production tomorrow (May 27).

Nissan's car line in Smyrna, Tenn., remains down for model changeover and is not expected to resume output until August.

Ford's Capri line resumed production last week (May 19) after being idle for two weeks due to a parts shortage.

Ford slated overtime this Saturday (May 31) at its Wayne, Mich. plant.

Daily overtime was scheduled at Chrysler plants in Belvidere, Ill.; St. Louis (No. 2), and Newark, Del.

No overtime was scheduled Saturday (May 24) because of the holiday weekend. All plants are closed today (May 26) in observance of Memorial Day.

Truck output slips from 1986 peak

With no overtime scheduled Saturday (May 24) because of the holiday weekend, domestic truck production was 74,201 last week, 4.89 percent below the previous week's 78,013.

The prior week's output was the highest of any week this year.

Last week's scheduled build was 3.45 percent more than the year-ago week's 71,725.

Year-to-date, 1,475,652 trucks have been assembled, 3.77 percent more than the 1,422,069 completed last year at this point.

All plants are closed today.

Canadian production cut by holiday

Last week's car and truck production in Canada dipped slightly due to plant closings on Victoria Day (May 19).

The short work week reduced scheduled auto production to 20,325. It was 12.33 percent below the previous week's 23,184 and was about even with (0.18 percent below) the year-ago week's 20,361.

So far this year, 468,904 cars have been built, 11.32 percent more than the 421,221 completed at this time last year.

Canadian truck makers targeted production of 16,416 units last week, 3.45 percent below the previous week's 17,003 and 3.79 percent below the year-ago week's 17,062.

Year-to-date, 384,075 trucks have been assembled, 4.06 percent more than the 369,094 built last year at this point.

'Radical' GM plan stunned supplier

By A.S. Plotkin
Staff Correspondent

FRAMINGHAM, Mass.—General Motors' proposal to build a plant to produce plastic body parts next door to its assembly plant here was "so radical" that management officials of DiversiTech General at first resisted the idea.

DiversiTech will lease the plant, which will make body panels for GM's minivan.

Al Schmeiser, president of DiversiTech's Reinforced Plastics Division, said the company "did a lot of thinking about whether we wanted to make that kind of investment" (about $90 million for equipment).

The firm had "a consulting study done to see whether it was the best and cheapest way of meeting the challenge.

Schmeiser told a town meeting that DiversiTech, which originally thought it would supply only half the panels for the projected 200,000 front-wheel-drive minivans for the 1990 model year, finally agreed to GM's proposal.

Schmeiser and James Westby, manager of GM's minivan program—codenamed GM200—both stressed the urgency of securing Framingham's OK, since the schedule contemplates groundbreaking in July and completion of the $50-million plant in two years.

Westby recounted some of the reasons for selecting Framingham. The unemployment rate is less than 3 percent. The assembly plant, which turns out the Chevrolet Celebrity and Oldsmobile Cutlass Ciera, now employs 4,000 on two shifts.

"We decided Framingham would be a good location based on its A-car platform production and a minimum investment to retool," he said. He also mentioned the quality of the product and "union cooperation."

Another factor, he said, is the construction, now under way, of a $250-million automated paint plant adjacent to the assembly facility.

"Without that paint shop, we would not be able to assemble the GM200 in Framingham," Westby added. "It will offer a state-of-the-art process for base-coat and clear-coat painting."

While there were questions and calls for clarification from some citizens at the hastily called town meeting, there did not appear to be much of the anger and resentment that has boiled up at previous presentations involving GM.

The most recent one came when GM announced its plan to build the paint plant. It required more land but town officials were reluctant to give in. Gov. Michael Dukakis, who had long held a reputation as a liberal frequently jousting with big business, stepped in.

With the help of the legislature, 35 acres of state-owned land which the town had assumed it was promised, was turned over to GM.

The plastics parts proposal—it would mean 1,000 new jobs on three shifts—has the blessing of the UAW. UAW Regional Director E.W. Barrett said it would "secure the future of the Framingham plant."

Schmeiser said one advantage of locating the plastics facility next to the GM unit would be reducing the number of incoming trailer trucks to 15 daily. If located elsewhere, 40 trucks would be required.

Should the town reject the new plant, Schmeiser said, his company would seek a site 30 to 40 miles away. DiversiTech has a research facility in Salem, N.H., and a source indicated that a New Hampshire site would be possible.

CANADIAN CAR	Week Ended May 24, 1986	Week Ended May 25, 1985	Week Ended May 17, 1986	May to Date	Jan. 1 to May 25, 1985	Jan. 1 to May 24, 1986
AMERICAN MOTORS	52	0	116	331	4,276	2,405
FORD MOTOR	9,149	8,853	11,397	36,437	206,463	227,585
GENERAL MOTORS	10,944	11,328	11,446	41,058	205,989	234,488
VOLVO	180	180	225	720	4,493	4,426
Total Cars, Canada	20,325	20,361	23,184	78,546	421,221	468,904

U.S. TRUCK☆	Week Ended May 24, 1986	Week Ended May 25, 1985	Week Ended May 17, 1986	May to Date	Jan. 1 to May 25, 1985	Jan. 1 to May 24, 1986
CHEVROLET	21,525	23,747	23,830	77,533	484,890	502,403
DODGE	2,900	4,698	2,603	8,017	87,065	14,292
FORD	31,484	25,519	32,567	106,364	504,544	605,713
GMC	7,242	9,139	7,697	24,973	149,030	150,619
NAVISTAR	1,630	1,668	1,623	5,364	33,765	31,051
JEEP	3,000	4,460	3,389	11,147	82,797	79,012
NISSAN	4,070	1,705	3,954	13,185	41,286	45,340
AM GENERAL*	50	50	50	170	1,020	1,022
MISCELLANEOUS*	2,300	1,739	2,300	7,820	37,672	46,200
Total Trucks, U.S.	74,201	71,725	78,013	254,573	1,422,069	1,475,652

CANADIAN TRUCK	Week Ended May 24, 1986	Week Ended May 25, 1985	Week Ended May 17, 1986	May to Date	Jan. 1 to May 25, 1985	Jan. 1 to May 24, 1986
AMERICAN MOTORS	560	0	710	2,462	0	8,774
CHRYSLER	8,192	8,871	7,784	28,135	171,981	178,085
FORD	2,880	2,903	3,652	11,603	72,253	71,939
GENERAL MOTORS	4,608	5,072	4,636	17,337	119,875	121,181
NAVISTAR	176	216	221	705	4,985	4,096
Total Trucks, Canada	16,416	17,062	17,003	60,242	369,094	384,075
N. American Trucks	90,617	88,787	95,016	314,815	1,791,163	1,859,727

☆—Includes window van production. *—Estimated
Jeep includes commercial only. AM General includes government-destined vehicles.
Miscellaneous includes estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz, etc.
Monthly estimates may contain error of one or two units due to rounding.

New axles, computer for Rockwell

Continued from Page 20

trucks on straight truck chassis to short-haul, intracity Class 7 tractors.

All members of the new axle family are applicable to a variety of transmissions and gas or diesel engines and are designed in metric for worldwide applicability.

Product features and benefits of the new single-speed axle lineup include:

1. A wide range for gear ratios: The 120/125 offers 4.30 to 7.17 ratios; the 140/145 offers 3.91 to 7.17, and the 160/180 provides 3.07 to 7.17 ratios.

Those ratios meet evolving vehicle requirements resulting from the use of lower-RPM diesel engines and low-profile tires.

2. Hypoid-Generoid gearing that provides increased gear life at virtually all road speeds and loading conditions.

3. Precision-forged differential gearing for higher strength, longer life and greater resistance to shock loads.

4. Extended Life pinion seals that keep road contaminants out of critical axle components and virtually eliminate lubricant leakage.

5. An axle housing design that accommodates a wide range of wheel and suspension designs.

Nearly all brakes and hubs currently available fit the new axle housings.

A key option for all single-speed models is the new driver-controlled, full-locking main differential. It permits a driver to gain maximum tractive power under poor road conditions in which a wheel could slip.

The locking differential is controlled by a driver through a dash-mounted switch. A panel indicator light and/or audible signal alerts the driver when the locking differential engages.

The option can be engaged or disengaged when the vehicle is standing still or moving at speeds under 25 MPH.

Rockwell's remanufactured-carrier program has been expanded with five additional axle model series offered to OEM dealers and truck operators.

The program now provides customers with 10 axle carriers, supported nationwide with warranties from every major truck OE manufacturer in the U.S.

The five additional axle series are the R-155 single rear axle and the SLHD, SL-100, SL-100P and SQ-100P tandem rear axles.

The program continues to cover the R-170 single rear and the SQHD, SQ-100, SQHP and SSHD tandems.

In an upgrade of its remanufacturing standards, Rockwell is guaranteeing new ring-gear and pinion replacement in every carrier to assure smooth-fitting gearing and optimum performance.

Also, the inspection of the carrier core being exchanged by the dealer and truck operator has been simplified by using a faster, one-step surface evaluation for visible housing cracks or obvious abuses.

Rockwell's new on-board vehicle computer recording system, Tripmaster Plus, was designed to give truck operators and fleet management access to more detailed vehicle performance and operation for more cost-efficient management.

The Tripmaster Plus features event recording, which monitors critical vehicle data, and a hand-held driver keypad/display.

It also features expanded memory for up to 180 vehicle trips, seven-day data retention when disconnected from vehicle power, two switch-input channels that monitor the status of any on-off function a user defines and a compact size for out-of-the-way installation.

The entire system has a modular design to permit future driver input expansion without changing or upgrading the Trip Recorder. Its modular design also allows it to be installed with or without driver input options, which can be simply "plugged in" at a more convenient time.

VW de Mexico plans to expand export output

MEXICO CITY—Volkswagen de Mexico has confirmed that it plans to invest 50 billion pesos (approximately $107.5 million) beginning this year for plant expansion. The program is aimed at increasing exports to the U.S., Brazil and Germany.

The company said its exports in 1985 came to 40 billion pesos, a 30-percent increase over 1984.

Before the expansion projects begin, Volkswagen must have authorization from the Mexican Ministry of Commerce and Industrial Development. No hitch is expected since the firm has indicated it will comply with official regulations.

The project will also create more jobs, a key factor in Mexico's drive to pull out of its long economic crisis.

Decline eases in deliveries of heavy trucks

Continued from Page 20

April with 1,128, up from 830. Navistar retailed 2,452 trucks in April, off from 2,761 a year earlier.

Freightliner, which edged Mack for second place in the first quarter, held its position with 1,649 retail sales in April, off from 1,711 last year. Mack had 1,638, off from 2,494; Ford, 1,052, against 1,714; Peterbilt, 864, against 1,207, and Kenworth, 870, off from 1,167.

GMC retailed 616 and Chevrolet 40, giving General Motors a 656 total. That was off from 1,105 last year when MVMA didn't have breakouts for the two divisions' sales.

A miscellaneous category of "other domestic" Class 8 trucks recorded 115 retail deliveries against 96 last year.

During the first four months, as compared with last year, Class 7 sales showed Navistar, 9,910, up from 9,403; General Motors, 12,373 (GMC, 8,948 and Chevrolet, 3,425), up from 8,902; Ford, 9,748, down from 11,306; Mack, 672, down from 680; Mercedes-Benz, 456, off from 536, and White, 372, down from 457.

Volvo White alone reported Class 8 gains in the first four months, rising to 3,561 from 3,194.

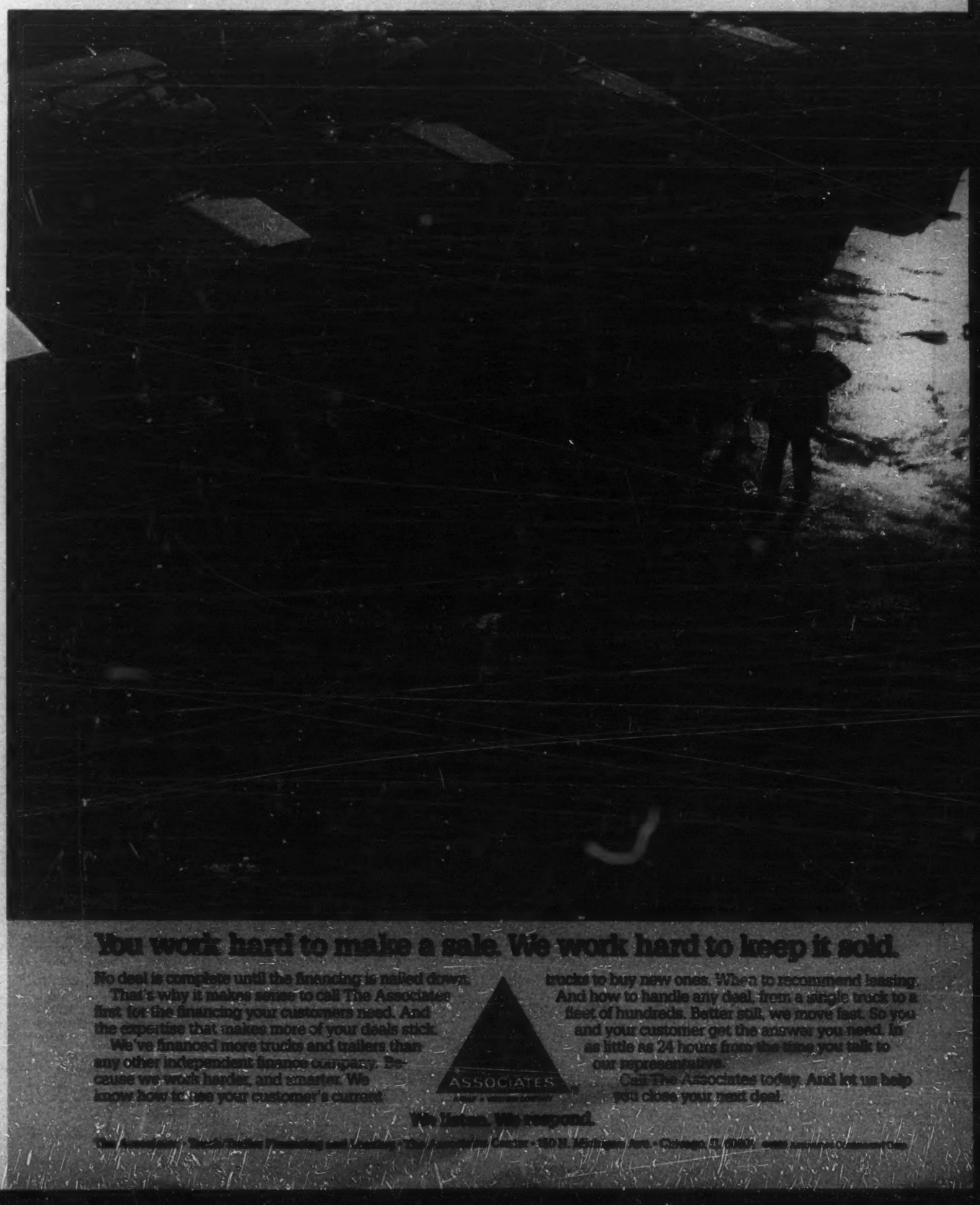
Class 8 losses for the period were: Navistar, 8,288, off from 9,807 last year; Freightliner, 5,609, down from 6,645; Mack, 5,485, off from 8,880; Ford, 4,225, down from 5,191; Kenworth, 3,051, off from 3,831, and Peterbilt, 2,939, off from 4,122.

GMC retailed 2,476 Class 8s and Chevrolet 234 for a corporate total of 2,710. That was off from 4,078 last year.

The total for other domestic trucks was 385, up from 296 for the first four months of 1985.

Yugo docks in Texas

HOUSTON—Yugo America, Inc., has opened its second Yugo port of entry here.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Nissan, Mitsubishi deny import plans

TOKYO—Nissan Motor Co. emphatically denied a Japanese newspaper report that it has decided to import cars from its Taiwanese affiliate, Yue Loong Motor Co., starting in 1987.

A similar report that Mitsubishi Motors Corp. will re-import completed cars from its Australian subsidiary in large numbers also was denied—but not as emphatically as Nissan's denial—although MMC said it "brought in five or six cars . . . for trial purposes."

Nihon Keizai, a business publication, said Nissan would import 1,800-cc X101 models assembled in Taiwan with parts supplied by Nissan.

The report said Nissan initially would import several hundred units annually from Yue Loong, in which it acquired a 25 percent equity last July.

A Nissan spokesman said the company has "no plans, in any form, for exports from Yue Loong."

"When Nissan acquired its 25-percent equity in Yue Loong, the Taiwanese Government required that part of the future production be exported," he said.

"However, no plans for exports have been devised for Yue Loong," he emphasized. "That includes export destination, the car involved and the quantity."

Nihon Keizai said Mitsubishi will import 2,600-cc Galant Sigma models manufactured by Mitsubishi Motors Australia, Ltd. The publication said MMC plans to import "about 50 of the cars this month."

An MMC spokesman said the company has no plans to import the cars "because it's very expensive and time-consuming to install emission controls and bring the cars up to government standards."

"MMC has imported five or six of the cars, which were Magna models, for trial purposes," he said. "The Australian Embassy bought two of the cars."

The MMC spokesman said the Magnas are equipped with 2.6-liter engines and are wider than the Galant Sigma.

The newspaper said the plans of Nissan and MMC "to re-import cars assembled abroad with parts supplied by them have been necessitated by the yen's sharp appreciation against the dollar."

A factor that could lead to MMC importing cars from Australia is that its subsidiary there has not met that government's requirement that foreign manufacturers have a local-content ratio of 85 percent. However, if the foreign auto makers export vehicles, the local-content ratio decreases according to the export value.

Briggs-Stratton, Daihatsu team up

TOKYO—Daihatsu Motor Co. said it has signed an agreement to establish a joint venture with Briggs & Stratton Corp., Milwaukee, to produce general-use engines in Japan.

The new firm will be owned equally by the two companies.

The new plant will be built in Shiga, Western Japan, and will begin production in August, 1987. It will produce 480-cc, 14-HP air-cooled engines for use with lawn mowers, power generators and pumps. Initial production is targeted at 5,000 units a month.

The engines will be marketed overseas through Briggs & Stratton's dealer network.

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DODGE	MO	23,738	10,560							34,298	49,108
	YR	69,960	29,866							99,846	127,133
*DAKOTA, RAIDER, CARAVAN, RAM VAN/CHARGER/50/WGN	MO	20,168	7,095							27,263	32,201
	YR	58,523	17,336							75,859	84,478
PLYMOUTH VOYAGER	MO	9,875								9,875	9,134
	YR	27,194								27,194	23,991
TOTAL CHRYSLER CORP.	MO	33,613	10,560							44,173	58,242
	YR	97,174	29,866							127,040	151,124
FORD	MO	61,247	36,135				807	2,447	937	101,573	113,821
	YR	180,893	109,024				2,222	7,303	2,615	302,057	298,272
*VAN, BRONCO, RANGER & AEROSTAR	MO	47,151	11,711							58,862	62,724
	YR	133,854	34,581							168,435	157,809
FREIGHTLINER	MO								1,334	1,334	1,549
	YR								3,765	3,765	4,157
MERCEDES-BENZ	MO						165	63		228	358
	YR						543	291		834	1,171
TOTAL DAIMLER-BENZ CORP.	MO						165	63	1,334	1,562	1,907
	YR						543	291	3,765	4,599	5,328
CHEVROLET	MO	55,636	38,077	2,214	26	29	506	893	35	97,416	104,587
	YR	169,399	112,371	5,379	97	87	1,691	2,764	112	291,900	276,327
*VAN, EL CAMINO, S10 BLAZER & ASTRO	MO	44,744	14,280							59,024	61,485
	YR	130,579	38,210							168,789	156,505
GMC	MO	12,731	10,216	221	12	265	401	2,609	560	27,015	27,740
	YR	38,710	30,530	600	70	352	1,416	6,828	1,903	8,0409	7,5998
*VAN, JIMMY, S15, CABALLERO & SAFARI	MO	10,000	3,370							13,370	13,600
	YR	28,604	9,371							37,975	34,699
TOTAL GM CORP.	MO	68,367	48,293	2,435	38	294	907	3,502	595	124,431	132,327
	YR	208,109	142,901	5,979	167	439	3,107	9,592	2,015	372,309	352,325
INTERNATIONAL	MO						1,254	1,494	1,887	4,635	5,987
	YR						4,121	4,442	5,760	14,323	15,986
JEEP TRUCK	MO	12,664	1,295							13,959	12,378
	YR	40,376	4,488							44,864	38,378
*WRANGLER/CJ's, CHEROKEE, WAGONEER & SCRAMBLER	MO	10,123	1,180							11,303	12,211
	YR	32,392	4,080							36,472	37,832
MACK	MO						154	180	1,351	1,685	2,478
	YR						446	502	3,899	4,847	7,282
KENWORTH	MO								922	922	1,021
	YR								2,372	2,372	2,617
PETERBILT	MO								837	837	1,078
	YR								2,240	2,240	2,910
TOTAL PACCAR CORP.	MO								1,759	1,759	2,099
	YR								4,612	4,612	5,527
AUTOCAR	MO								139	139	117
	YR								345	345	338
VOLVO	MO							93	60	153	171
	YR							292	234	526	557
WHITE	MO								800	800	640
	YR								1,777	1,777	2,270
TOTAL VOLVO WHITE CORP.	MO							93	999	1,092	928
	YR							292	2,356	2,648	3,165
WESTERN STAR	MO								97	97	96
	YR								313	313	284
MISCELLANEOUS DOMESTIC	MO		280					14	234	528	620
	YR		745					28	510	1,283	1,272
OTHER IMPORTS	MO	73,117	926	439	64	27	12	73	4	74,664	71,646
	YR	205,810	2,978	1,471	174	92	54	153	6	210,738	203,427
GRAND TOTAL	MO	249,008	97,491	2,874	102	321	3,299	7,866	9,197	370,158	402,529
	YR	732,362	290,002	7,450	341	531	10,493	22,603	25,851	1,089,633	1,082,370
1985 YR. TO DATE		701,898	306,570	8,724	231	1,603	12,922	18,051	32,371		

INCLUDES MULTIPURPOSE VEHICLES. Compiled from official State Records by R.L. Polk & Co. Manufacturers' issue records are used in compiling Oklahoma for 1985 and 1986.

Lancia Thema wagon by Pininfarina

The forthcoming Lancia Thema station wagon, designed by Pininfarina, will bow in July. Folding rear seats turn the car into a two-seater with a long bed; a third row of seats for children turns it into a seven-seater.

factories list auction dates

American Motors

May 27—Aptco Auto Auction, Taylor, Mich., and High Point Auto Auction, High Point, N.C.

May 28—Columbus Fair Auto Auction, Columbus, Ohio, and Mid States Auto Auction, South Bend

May 29—Todd Auto Auction, Telford, Pa.; Evansville Auto Auction, Evansville, Ind., and Minneapolis Northstar Auto Auction, Shakopee, Minn.

May 30—Floyd Hauhe Auto Auction, Bridgeton, Mo.

Chrysler Corp.

May 27—Hatfield Auto Auction, Hatfield, Pa.

May 28—Butler Auto Auction, Gibsonia, Pa.; Sand Mountain Auto Auction, Boaz, Ala.; Minneapolis Auto Auction, Plymouth, Minn., and Metro Auto Auction of Kansas City, Lee's Summit, Mo.

May 29—Northway Exchange, Inc., Clifton Park, N.Y.; Clanton's Auto Auction, Darlington, S.C.; Aptco Auto Auction, Taylor, Mich.; Arena Auto Auction, Chicago, and Golden Gate Auto Auction, Fremont, Calif.

Ford Motor Co.

May 29—Skyline Auto Exchange, Fairfield, N.J.

June 3—Harrisonburg Auto Auction, Harrisonburg, Va., and Indianapolis Auto Auction, Indianapolis

June 4—Metro Auto Auction of Kansas City, Lee's Summit, Mo.; Minneapolis Northway Auto Auction, Shakopee, Minn., and Golden Gate Auto Auction, Fremont, Calif.

General Motors

June 3—Southern Auto Auction, East Windsor, Conn., and Dallas Auto Auction, Dallas

June 4—Atlanta Auto Auction, Red Oak, Ga.; Clanton's Auto Auction, Darlington, S.C.; Hatfield Auto Auction, Hatfield, Pa., and Omaha Auto Auction, Omaha

June 5—Aptco Auto Auction, Taylor, Mich.; Butler Auto Auction, Gibsonia, Pa., and Floyd Hauhe Auto Auction, Bridgeton, Mo.

Used Car Sales
Auction Averages

May to date	$5,139
Month ago	$5,076
Year ago	$5,224

Model Breakdown
Auction Averages

	MAY 1986	APR. 1986	MAR. 1986
1986	$11,271	$11,490	$10,173
1985	$8,669	$8,803	$8,774
1984	$6,382	$6,363	$6,248
1983	$5,515	$5,515	$5,370
1982	$4,362	$4,308	$4,213
1981	$3,444	$3,458	$3,382
1980	$2,559	$2,516	$2,477
1979	$2,201	$2,199	$2,246
Overall Average	$5,139	$5,093	$4,932

Domestic road called rocky

By Jenny L. King
Detroit Reporter

Market researcher J.D. Power III believes the domestic auto industry won't begin to make up ground lost to the growing import market until early in the next decade. And by then, imports may account for 44 percent of the U.S. new-car market.

Power heads J.D. Power & Associates, Westlake Village, Calif. Based on results of the surveys which are his stock in trade, he suggested that total imported-car sales could top 40 percent of the U.S. market by the early 1990s.

J.D. Power III

His automotive marketing studies are watched closely by auto makers and car buyers alike, and his conclusions always spark discussion.

"Ford Motor Co. is beginning to attract higher-income, better-educated customers," Power told a recent gathering of the Detroit Auto Writers Group. "The new Sable and Taurus are helping Ford make inroads into GM's share of the market."

The Asian piece of U.S. new-car sales will be about 36 percent by 1990, he said, with European products accounting for another 8 percent. Korean-built vehicles may reach 800,000 units a year by the next decade, which is their goal, he continued.

With his fingers directly on the pulses of some 26,000 new-car buyers, Power claims to know how they feel about their new cars and what they'd like to buy—"BMW, Mercedes, Audi 5000."

He also stressed what today's shoppers are looking for: "Quality and reliability are first, followed by the price, which means good value for the money spent."

He added, "Loyalty to cars built in the U.S. is not very strong.

"Our customer satisfaction survey indicates that it's the nitty-gritty nuisance-type problems that drive people crazy," he said. And Japanese cars have a reputation for running trouble-free for the first couple of years, he said.

"Squeaking brakes, radio static, fit and finish, a rattle in the dashboard are the kinds of things that are sometimes hard to find and fix, and they really bother customers," Power said.

Not only are Americans generally unpatriotic in their car-buying habits, they are not loyal to particular makes, Power said. Only one buyer in five returns to the same dealer he or she most recently patronized, he reported.

Power offered the opinion that Honda should not have started a new, separate division with its upscale Acura line. Toyota and Nissan will be bringing in greater numbers of luxury models in the future though probably not in the new-division fashion Honda chose, he said. That method can require the franchiseholder to invest up to $3.5 million in a new facility, he said.

"The Europeans aren't taking the Japanese seriously," said Power. He indicated that the unobtrusive entry of upscale Acura imports into the U.S. market will be taking sales away from the European makes.

Honda has a reputation of building a car "that doesn't need a mechanic to keep it running," he said.

European imports will be forced upmarket and their builders will have to be more innovative to continue to compete with the Japanese, Power said.

The conversation-prompting observations kept coming.

"Captive imports have always been treated as stepchildren by the domestics," Power continued, noting that, for one thing, they could be more price-competitive than they are. Staff assigned to captives all along the line tend to treat them like they are "second-class," he said.

Mitsubishi models sold by Chrysler dealers aren't perceived to be as satisfactory as the same cars delivered by Mitsubishi dealers, he said.

Quality will remain the primary interest of new-car buyers for the next few years, he predicted. And the increased sharing of technology and equalization of products will make segmented marketing efforts of utmost importance, Power concluded.

Arveco wins $1 billion pact for U.S. military trucks

ANN ARBOR, Mich.—Arveco, Inc., formerly a joint venture between the BMY division of Harsco Corp. and General Automotive Corp. here, won a multi-year $1 billion contract to produce M-939 5-ton trucks for the U.S. Armed Forces.

Arveco was originally set up to develop and produce 5-ton military trucks.

On Feb. 1, 1986, GAC sold its joint-venture interest in Arveco to BMY in return for royalty payments extending over the life the of the 5-ton-truck contract and other considerations.

GAC retained other development and manufacturing assets and rights held by its Government Products Division, including commercial chassis designs, U.S. Postal Service vehicle designs and specialty military truck development programs.

Having leased its Government Products Division facilities here to BMY, GAC is relocating its Government Products activities to a new facility in the Ann Arbor area.

Mark J. Obert, president of GAC, said his firm planned to work together with Arveco as it develops its manufacturing location and brings the new military truck into production.

He cited GAC's continuing interest in military and commercial vehicle development and product and its pursuit of those markets with new products.

Huizenga named president of warranty company

HARBOR CITY, Calif.—Walter E. Huizenga has been promoted to president of General Risk Management Corp., which works with national automotive accounts and OE manufacturers to create customized vehicle service agreement programs

Huizenga formerly was senior vice president and general counsel of the General Group of Cos., General Risk Management's parent company. Before that, he was NADA chief counsel and executive director of legal and regulatory affairs for 10 years.

used-car auction directory

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By Helen Kahn
Washington Bureau Chief

WASHINGTON—The Toyota Celica coupe has come out best to date among the 1986 vehicles crashed for NHTSA in its 35-MPH assessment program.

In addition, NHTSA announced crash results for a Saab 9000 four-door hatchback, a Honda Accord DX four-door sedan, a Volkswagen Scirocco two-door hatchback and an American Motors Jeep Comanche pickup. The Comanche fared the poorest of the five models.

The 35-MPH crash into a barrier is 5 MPH or one-third more stringent than the test speed for any vehicle safety standard. The instrumented dummies are belted. The results are meant to provide the degree of relative safety within the same class of vehicle.

However, only one model is crashed and additional tests could show different results depending upon the way vehicles are manufactured and because of slight variances in test conditions.

The important numbers are the Head Injury Criterion and chest deceleration. An HIC of 1000 and chest deceleration of 60 Gs are considered thresholds of survival without very serious injury. NHTSA still considers the program experimental although it has been in operation since 1979.

The Toyota Celica had HIC levels of 627 and 430 and chest deceleration Gs of 42 and 40 for driver and passenger, respectively.

The Honda Accord DX four-door sedan also did very well with driver and passenger HICs—909 and 712—and with the chest deceleration for the passenger dummy—33 Gs—but no data was recorded during the crash for the driver chest Gs.

The Jeep Comanche pickup had HIC levels of 1147 and 1636 for driver and passenger and a chest G reading of 50 for the driver, but no data was available for the passenger.

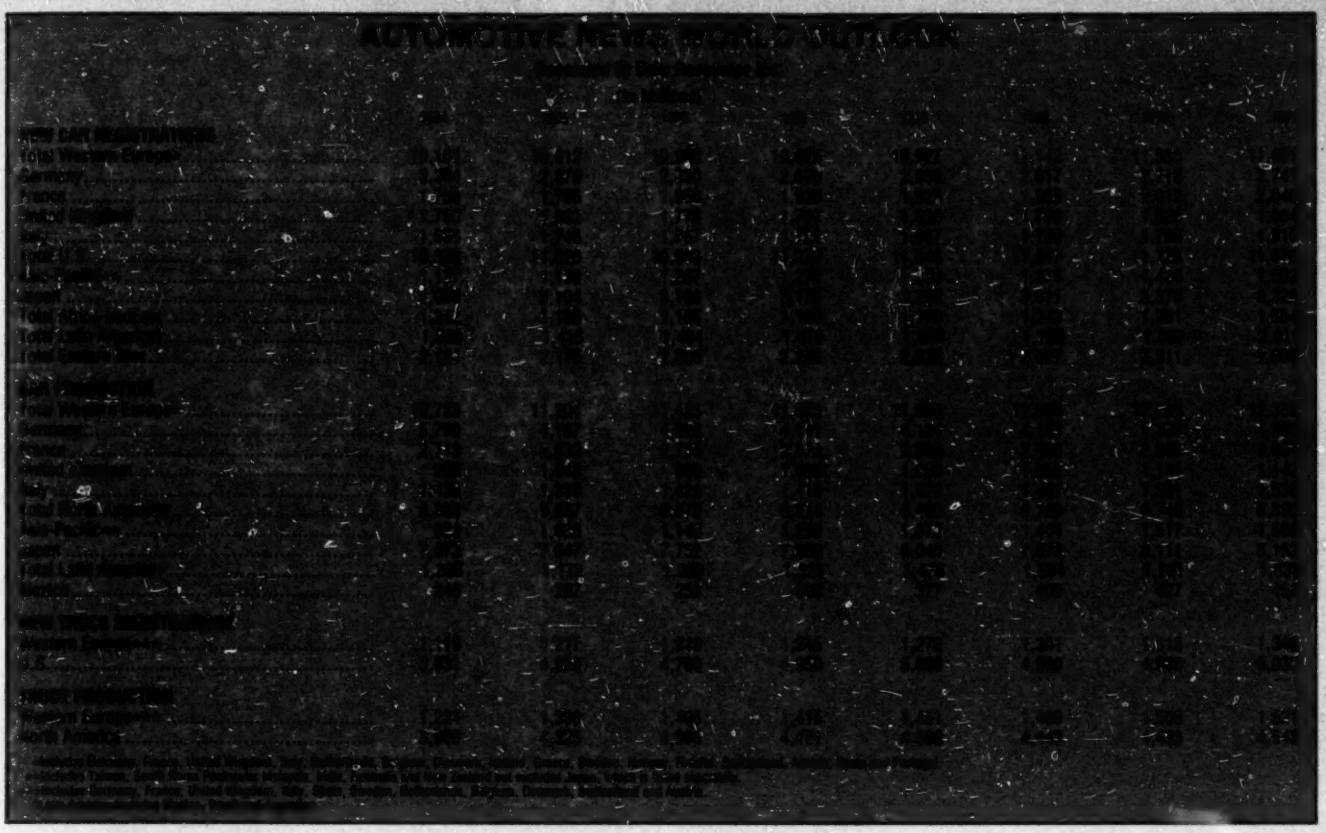
An AMC spokesman said that all Jeeps, including the Comanche pickup, comply with all applicable safety standards.

The Saab 9000 four-door hatchback had an acceptable driver HIC of 773 but a very high G level for the chest—71 Gs. The passenger dummy HIC was 1443 and the chest deceleration reading was 46 Gs.

Asked about those extremely unusual head-and-chest mixed results, Saab-Scania of America dubbed them "unrepresentative and inappropriate" since post-crash inspection revealed the driver's seat was not securely latched.

The company said unexpected movement caused abnormal behavior in the driver dummy and directly or indirectly significantly affected the reaction of the passenger dummy. Saab-Scania added it expects its new model to exceed the excellent safety record of the Saab 900, which was rated best in its class on personal injury claims by the Highway Loss Data Institute.

The VW Scirocco recorded a driver HIC level of 887 and a chest G reading of 52, but the passenger dummy recorded a slightly high HIC of 1070 and failed to record any data for the chest Gs.



Outlook rosy for global car market

Continued from Page 1

based economist, John Hammond. "It's narrowed the competitive edge of the foreign competitors," he said.

"The competition will remain intense," he added, "but demand will be at least as strong as it has been."

Nevertheless, the rosier forecast doesn't change the story of the World Outlooks of the past year.

Competition will remain stiff throughout the decade with more companies entering the North American market. U.S. auto makers will continue to lose market share to the imports over the long haul. And North America is headed toward an overcapacity situation similar to that in Europe.

While U.S. car makers win a reprieve for the next 18 months, Hammond warned that clouds will begin forming on the horizon after 1987. The clouds include problems resulting from tax reform (which shifts incentives away from consumer spending on durable goods), deficit-reduction efforts, a possible tax increase and a general dip in the economy.

Also, the Japanese and South Korean auto makers will begin producing cars in North America in full force later in the decade. Those companies eventually will produce 1.5 million vehicles a year in North America.

Western Europe shines as a bright spot in the World Outlook as economic factors have an even greater impact on European nations than on North America.

The World Outlook shows Western European countries enjoying higher growth and lower inflation than they have seen since the start of the decade. Those factors and higher wages, have heightened consumer confidence.

In addition, Western Europe has received a boost from the decline in the U.S. dollar and lower oil prices, which are denominated in U.S. dollars.

"Economic gravity will prevail," said John Lawson, DRI's London-based economist.

The Western European car market will benefit from the good economic news. The World Outlook upgrades Western European car sales to close to 11 million units for this year, compared with 10.6 million in 1985, and to 11.5 million by 1990. Production will rise to 11.4 million cars this year. By 1990, Western Europe will reach production of 12 million cars per year (see accompanying table).

Lawson said there will be no letup in competition, which has been intense with a half-dozen car companies in a close race for the top sales spot. The impact will be seen in the bottom line of European vehicle manufacturers which, collectively, have lost money for the past five years.

The makers have reaped the harvests of their cost-cutting efforts. In the U.K., Ford doubled its year-ago profits in its most recent fiscal period. So did Fiat. Peugeot will report a profit, its first in six years.

"We will still see some black spots," said Lawson, "namely Renault."

The prestige manufacturers also will see a difference in their bottom lines, but for the worse, Lawson said. Those companies have made record profits through record sales in the U.S. market while the U.S. dollar peaked.

"For the short run," Lawson said, "it won't be too serious, but eventually it will dig into their profits."

He said the dollar would have to fall even farther to force them to re-think their U.S. strategy but marketing problems already have arisen. The prestige makers are faced with raising prices, and they may decide to ship cars with less equipment. During the days of the strong U.S. dollar, prestige makers shipped heavily equipped vehicles.

The Japanese makers present no major threat in the next two years or until they avoid trade restraints through local production, Lawson said. Nevertheless, some new faces may appear on the Western European scene, including U.S. makers that have been blocked out of Europe by the strong dollar.

Ford will ship U.S.-made engines to its European subsidiaries. American Motors said it will sell its new Jeep Wrangler in Europe.

There has been speculation that Chrysler Corp., on its own or through a joint venture with Fiat, will sell its minivan, its new Maserati-designed luxury coupe or its new U.S.-made Dakota pickup truck along with a four-wheel-drive in Europe. Chrysler refuses to confirm the speculation.

Cadillac has said it may sell its Pininfarina-designed luxury Allante in Europe, but Lawson views the move more as an image booster than added sales volume.

"If they sell well in Switzerland or West Germany, you can bet you will see that in their U.S. advertising," he said.

Hammond said U.S. makers will approach the European market cautiously and in low volume because their European subsidiaries already have more capacity than they need.

Other new faces on the European scene may be makers from South Korea and Taiwan. Currencies of those countries follow the direction of the U.S. dollar. A fall in their currencies means they can be more competitive than before against the Japanese and Europeans, said Lawson.

"It means the South Koreans can think of selling in Western Europe because of more favorable exchange rates," he said.

While the next 18 months will be spent sorting out their U.S. strategies, the South Koreans also will be "casing" Europe, Lawson said. "They may be more ready to divert vehicles to Western Europe if the U.S. market is not as attractive or as amenable to their products as they anticipate."

Japan will continue to churn out cars for foreign markets while sales at home will fall even farther. The latest World Outlook downgrades car sales in the Japanese market because of only modest growth projections for Japan during the next three years. Meanwhile, Japanese vehicle production plans continue to climb.

The rapid change in the yen-dollar exchange rate has put pressure on Japanese car pricing. Japanese makers to date have increased prices an average of 10 percent in the U.S. The invincibility of the Japanese also is in question because of the new South Korean, Taiwanese and Brazilian entries into North America.

In addition, some concern has been shown as to whether Japanese makers can fulfill their import plans for the U.S. and also sell out all of their U.S. production capacity in the future.

Despite the questions, Hammond noted that the price increases so far have not turned buyers away from Japanese vehicles. He does see the North American industry headed for a fierce price war later in the decade.

"The question is who will win that battle," Hammond said. "And I wouldn't bet against the Japanese."

$18,000 spiff

DENVER—Johnny Haas Lincoln-Mercury is advertising what may be the ultimate freebie: An $18,000 Merkur with the purchase of any Zimmer Classic, priced at $67,900.

But Noce Cadillac, Pittsburgh, is hot on its heels: During May, Noce will give away a Cadillac Cimarron with the purchase of a Zimmer Classic.

A spokesman at the Denver deal said he sold the Merkurs, but still has the Zimmers.

"They were '85 Merkurs. We had a factory incentive on them and figured this might be a good way to sell them."

The giveaway idea brought people into Johnny Haas, where Zimmer sales run 8-10 units a year. But buyers chose the Merkur over the much more expensive Zimmer.

Noce Cadillac reported a similar experience, with a twist: The one Zimmer customer opted for a discount worth the cost of the "free" Cimarron.

"We'll probably extend the offer past the end of the month," a dealership spokesman said. "We still have six Zimmers in stock."

Production

U.S. CAR	Week Ended May 24, 1986	Week Ended May 25, 1985	Week Ended May 17, 1986	May to Date	Jan. 1, to May 25, 1986	Jan. 1, to May 24, 1986
AMERICAN MOTORS	0	3,766	2,073	4,082	43,925	20,625
Renault Total	0	3,766	2,073	4,082	43,925	20,625
Alliance	0	2,336	1,857	3,639	26,978	18,064
Encore	0	1,430	216	443	16,947	2,541
CHRYSLER CORP.	22,965	29,065	26,021	83,817	573,872	574,148
Plymouth Total	8,000	8,408	9,065	29,000	167,775	167,445
Horizon	3,000	3,358	3,998	12,164	60,538	64,481
Reliant	3,900	3,460	3,870	12,710	75,937	73,453
Caravelle	800	1,160	788	2,703	23,388	22,684
Gran Fury	300	430	409	1,423	7,912	6,827
Chrysler Total	5,525	9,638	6,551	21,205	188,610	192,059
LeBaron	2,000	1,922	2,203	7,230	45,367	49,168
LeBaron GTS	25	2,557	0	25	40,254	26,955
Laser	600	1,319	780	2,504	22,999	21,506
New Yorker/E-Class	1,200	1,552	1,415	4,582	30,982	38,882
Fifth Avenue	1,700	2,288	2,153	6,863	49,008	55,548
Dodge Total	9,440	11,019	10,405	33,612	217,487	214,644
Omni	3,000	2,862	3,464	11,144	61,717	63,850
Aries	3,000	3,048	3,126	9,975	60,891	54,350
Daytona	900	1,280	1,202	3,776	20,541	21,878
Dodge 600	1,700	1,409	1,807	6,045	30,734	35,996
Lancer	40	1,772	0	40	29,688	24,677
Diplomat	800	648	806	2,631	13,916	13,893
FORD MOTOR	40,222	32,860	39,009	133,025	735,496	756,177
Ford Division	26,695	22,802	27,555	92,168	490,367	518,777
Escort	8,003	7,828	7,922	27,324	133,166	165,735
Mustang	3,579	4,245	4,530	14,337	76,273	82,956
LTD	0	3,423	0	0	102,744	0
Taurus	7,534	0	7,011	23,734	0	113,245
Thunderbird	3,169	3,380	3,687	11,916	87,585	71,432
Crown Victoria	0	0	0	0	7,122	0
EXP	0	0	0	0	3,838	0
Tempo	4,410	3,926	4,405	14,857	79,639	85,409
L-M Division	13,527	10,058	11,454	40,857	245,129	239,400
Mercury Total	9,845	7,167	7,764	28,349	176,552	163,083
Lynx	1,447	1,362	1,455	4,820	30,825	27,148
Capri	653	22	0	775	7,232	6,792
Marquis	0	1,871	0	0	50,846	0
Sable	3,775	0	2,823	10,361	0	53,382
Cougar	2,962	2,701	2,455	8,793	58,351	49,891
Grand Marquis	0	0	0	0	4,733	0
Topaz	1,008	1,211	1,031	3,599	24,565	25,870
Lincoln Total	3,682	2,891	3,690	12,509	68,577	76,317
Continental	410	404	407	1,387	12,194	8,632
Lincoln	2,762	2,168	2,767	9,382	48,806	57,245
Mark VII	510	319	516	1,739	7,577	10,440
GENERAL MOTORS	93,715	97,947	87,882	303,006	2,106,267	1,863,691
Buick Total	18,237	20,593	17,232	60,216	422,583	316,193
Skylark (X-car)	0	0	0	0	40,953	0
Skyhawk	1,836	2,589	1,710	6,215	45,915	36,576
Somerset/Skylark	2,590	2,626	2,060	8,244	53,451	42,780
Century	5,366	6,731	5,317	18,451	106,057	104,481
Regal	2,047	2,475	2,053	6,879	49,714	23,789
Wagon/LeSabre (rwd)	350	2,703	347	1,163	58,977	5,866
LeSabre	3,590	0	3,495	11,567	0	48,405
Riviera	893	1,451	729	2,534	27,650	10,045
Electra	1,565	2,018	1,521	5,163	39,866	44,251
Cadillac Total	8,723	6,858	8,159	28,263	156,370	136,047
Cimarron	640	538	625	2,174	12,107	11,253
Seville	829	656	690	2,347	17,092	8,445
Eldorado	829	1,278	672	2,339	31,857	9,864
Cadillac (rwd)	2,400	1,139	2,412	8,070	23,654	37,132
DeVille (fwd)	4,025	3,247	3,760	13,334	71,660	69,353
Chevrolet Total	27,793	31,790	25,650	88,088	727,020	595,394
Chevette	2,000	3,201	2,233	5,119	67,105	47,334
Cavalier	8,617	9,809	8,433	29,[illegible]2	206,386	177,572
Celebrity	5,645	5,067	5,530	19,039	121,127	124,142
Camaro	4,930	4,980	2,857	12,601	98,289	88,176
Citation	0	0	0	0	28,697	0
Monte Carlo	2,285	2,584	2,181	7,519	65,949	48,539
Chevrolet	3,676	5,008	3,776	12,576	121,359	96,234
Corvette	640	1,141	640	2,172	18,108	11,397
Oldsmobile Total	21,044	23,543	20,308	70,282	526,700	469,226
Firenza	567	786	650	1,966	30,374	20,437
Cutlass Supreme	1,973	5,292	1,930	6,699	93,557	73,412
Cutlass Ciera	4,874	6,721	4,883	16,585	157,932	113,356
88 (rwd)	519	3,908	516	1,693	98,967	9,524
88 (fwd)	8,472	0	8,328	28,510	0	140,438
Olds 98	1,780	2,876	1,745	5,928	60,251	50,127
Calais	2,210	3,322	1,733	7,064	67,696	54,688
Toronado	649	638	523	1,837	17,903	7,244
Pontiac Total	17,918	15,163	16,533	56,156	273,594	346,831
Acadian**	0	255	642	891	5,886	6,773
2000 Sunbird	3,120	2,747	2,909	10,287	57,405	59,521
1000	1,320	531	1,128	2,899	12,347	12,256
Firebird	2,690	2,583	1,521	6,776	51,646	47,217
6000	3,255	1,531	3,234	10,859	17,448	63,638
Parisienne	995	1,715	1,083	3,470	28,665	32,945
Fiero	1,738	2,422	1,415	4,861	47,171	32,522
Grand Am	4,800	3,379	4,601	16,113	53,026	91,959
HONDA	4,375	3,117	3,960	13,746	67,158	76,294
NISSAN	0	824	0	0	4,614	21,517
NUMMI*	3,600	1,000	3,600	12,240	5,860	73,108
VOLKSWAGEN	2,000	2,323	2,001	6,835	41,681	36,667
Total Cars, U.S.	166,877	170,902	164,546	556,751	3,578,873	3,424,227
Total Cars, Canada	20,325	20,361	23,184	78,546	421,221	468,904
N. American Cars	187,202	191,263	187,730	635,297	4,000,094	3,893,131
N. American Trucks	90,617	88,787	95,016	314,815	1,791,163	1,859,727
North American Cars and Trucks	277,819	280,050	282,746	950,112	5,791,257	5,752,858

*—Revised estimate. **—All Acadians are built for sale in Canada.
Monthly estimates may contain error of one or two units due to rounding.

Auto output pegged at 166,877

By Kathy Boyer
Detroit Reporter

U.S. auto makers scheduled 166,877 cars for production last week, 1.42 percent more than the previous week's 164,546 but 2.36 percent below the year-ago week's 170,902.

So far this year, 3,424,227 cars have been assembled, 4.32 percent fewer than the 3,578,873 completed last year at this point.

Last week's targeted production was split this way: General Motors, 56.16 percent; Ford Motor Co., 24.10 percent; Chrysler Corp., 13.76 percent; Honda of America Mfg. Co., 2.62 percent; New United Motor Mfg., Inc., 2.16 percent, and Volkswagen of America, 1.20 percent.

American Motors' Kenosha plant was down last week for inventory adjustment.

The plant is expected to resume production tomorrow (May 27).

Nissan's car line in Smyrna, Tenn., remains down for model changeover and is not expected to resume output until August.

Ford's Capri line resumed production last week (May 19) after being idle for two weeks due to a parts shortage.

Ford slated overtime this Saturday (May 31) at its Wayne, Mich. plant.

Daily overtime was scheduled at Chrysler plants in Belvidere, Ill.; St. Louis (No. 2), and Newark, Del.

No overtime was scheduled Saturday (May 24) because of the holiday weekend. All plants are closed today (May 26) in observance of Memorial Day.

Truck output slips from 1986 peak

With no overtime scheduled Saturday (May 24) because of the holiday weekend, domestic truck production was 74,201 last week, 4.89 percent below the previous week's 78,013.

The prior week's output was the highest of any week this year.

Last week's scheduled build was 3.45 percent more than the year-ago week's 71,725.

Year-to-date, 1,475,652 trucks have been assembled, 3.77 percent more than the 1,422,069 completed last year at this point.

All plants are closed today.

Canadian production cut by holiday

Last week's car and truck production in Canada dipped slightly due to plant closings on Victoria Day (May 19).

The short work week reduced scheduled auto production to 20,325. It was 12.33 percent below the previous week's 23,184 and was about even with (0.18 percent below) the year-ago week's 20,361.

So far this year, 468,904 cars have been built, 11.32 percent more than the 421,221 completed at this time last year.

Canadian truck makers targeted production of 16,416 units last week, 3.45 percent below the previous week's 17,003 and 3.79 percent below the year-ago week's 17,062.

Year-to-date, 384,075 trucks have been assembled, 4.06 percent more than the 369,094 built last year at this point.

'Radical' GM plan stunned supplier

By A.S. Plotkin
Staff Correspondent

FRAMINGHAM, Mass.—General Motors' proposal to build a plant to produce plastic body parts next door to its assembly plant here was "so radical" that management officials of DiversiTech General at first resisted the idea.

DiversiTech will lease the plant, which will make body panels for GM's minivan.

Al Schmeiser, president of DiversiTech's Reinforced Plastics Division, said the company "did a lot of thinking about whether we wanted to make that kind of investment" (about $90 million for equipment).

The firm had "a consulting study done to see whether it was the best and cheapest" way of meeting the challenge.

Schmeiser told a town meeting that DiversiTech, which originally thought it would supply only half the panels for the projected 200,000 front-wheel-drive minivans for the 1990 model year, finally agreed to GM's proposal.

Schmeiser and James Westby, manager of GM's minivan program—codenamed GM200—both stressed the urgency of securing Framingham's OK, since the schedule contemplates groundbreaking in July and completion of the $50-million plant in two years.

Westby recounted some of the reasons for selecting Framingham. The unemployment rate is less than 3 percent. The assembly plant, which turns out the Chevrolet Celebrity and Oldsmobile Cutlass Ciera, now employs 4,000 on two shifts.

"We decided Framingham would be a good location based on its A-car platform production and a minimum investment to retool," he said. He also mentioned the quality of the product and "union cooperation."

Another factor, he said, is the construction, now under way, of a $250-million automated paint plant adjacent to the assembly facility.

"Without that paint shop, we would not be able to assemble the GM200 in Framingham," Westby added. "It will offer a state-of-the-art process for base-coat and clear-coat painting."

While there were questions and calls for clarification from some citizens at the hastily called town meeting, there did not appear to be much of the anger and resentment that has boiled up at previous presentations involving GM.

The most recent one came when GM announced its plan to build the paint plant. It required more land but town officials were reluctant to give in. Gov. Michael Dukakis, who had long held a reputation as a liberal frequently jousting with big business, stepped in.

With the help of the legislature, 35 acres of state-owned land which the town had assumed it was promised, was turned over to GM.

The plastics parts proposal—it would mean 1,000 new jobs on three shifts—has the blessing of the UAW. UAW Regional Director E.W. Barrett said it would "secure the future of the Framingham plant."

Schmeiser said one advantage of locating the plastics facility next to the GM unit would be reducing the number of incoming trailer trucks to 15 daily. If located elsewhere, 40 trucks would be required.

Should the town reject the new plant, Schmeiser said, his company would seek a site 30 to 40 miles away. DiversiTech has a research facility in Salem, N.H., and a source indicated that a New Hampshire site would be possible.

CANADIAN CAR	Week Ended May 24, 1986	Week Ended May 25, 1985	Week Ended May 17, 1986	May to Date	Jan. 1, to May 25, 1986	Jan. 1, to May 24, 1986
AMERICAN MOTORS	52	0	116	331	4,276	2,405
FORD MOTOR	9,149	8,853	11,397	36,437	206,463	227,585
GENERAL MOTORS	10,944	11,328	11,446	41,058	205,989	234,488
VOLVO	180	180	225	720	4,493	4,426
Total Cars, Canada	20,325	20,361	23,184	78,546	421,221	468,904

U.S. TRUCK☆	Week Ended May 24, 1986	Week Ended May 25, 1985	Week Ended May 17, 1986	May to Date	Jan. 1, to May 25, 1986	Jan. 1, to May 24, 1986
CHEVROLET	21,525	23,747	23,830	77,533	484,890	502,403
DODGE	2,900	4,698	2,603	8,017	87,065	14,292
FORD	31,484	25,519	32,567	106,364	504,544	605,713
GMC	7,242	8,139	7,697	24,973	149,030	150,619
NAVISTAR	1,630	1,668	1,623	5,364	33,765	31,051
JEEP	3,000	4,460	3,389	11,147	82,797	79,012
NISSAN	4,070	1,705	3,954	13,185	41,286	45,340
AM GENERAL*	50	50	50	170	1,020	1,022
MISCELLANEOUS*	2,300	1,739	2,300	7,820	37,672	46,200
Total Trucks, U.S.	74,201	71,725	78,013	254,573	1,422,069	1,475,652

CANADIAN TRUCK	Week Ended May 24, 1986	Week Ended May 25, 1985	Week Ended May 17, 1986	May to Date	Jan. 1, to May 25, 1986	Jan. 1, to May 24, 1986
AMERICAN MOTORS	560	0	710	2,462	0	8,774
CHRYSLER	8,192	8,871	7,784	28,135	171,981	178,085
FORD	2,880	2,903	3,652	11,603	72,253	71,939
GENERAL MOTORS	4,608	5,072	4,636	17,337	119,875	121,181
NAVISTAR	176	216	221	705	4,985	4,096
Total Trucks, Canada	16,416	17,062	17,003	60,242	369,094	384,075
N. American Trucks	90,617	88,787	95,016	314,815	1,791,163	1,859,727

☆—Includes window van production. *—Estimated
Jeep includes commercial only. AM General includes government-destined vehicles.
Miscellaneous includes estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz, etc.
Monthly estimates may contain error of one or two units due to rounding.